

LA WIC VENDOR TOWN HALL

June 8, 2016

**What's happening in regards to
Louisiana WIC Authorized Vendor
operations, policy, and procedures?**

What items are proposed for change and/or currently under review by the USDA?

- Vendor Selection Criteria
- Vendor Application
- Vendor Agreement
- Vendor Guide
- Full-line Grocer
- Louisiana Administrative Code

- A50 Vendors
- Cost Containment
 - Vendor Price Report
 - Cost Neutrality
 - Peer Groups
 - MARL and CPC Methodology
- Moratorium in General

What items are changing?

- **VENDOR DOCUMENTS**

- Vendor Guide
- Vendor Agreement
- Vendor Application
- Louisiana Administrative Code (WIC)

Louisiana Department of Health and Hospitals – Office of Public Health – Nutrition Services
The Special Supplemental Nutrition Program for Women, Infants and Children (WIC)
VENDOR APPLICATION



Completion of this form is required to be considered for authorization as a WIC Vendor. The submission of this application does not guarantee WIC Vendor authorization. Information on the application will be used to assess eligibility or continuing eligibility for WIC authorization and may be disclosed to federal, state and local law enforcement agencies and federal and state tax authorities for the purposes of eligibility determination, law enforcement and collection or forfeitures, recoupments and forfeiture assessments. Failure to provide any information may increase the time it takes to process your application, or make the application ineligible for review.

Return Completed Applications to: Louisiana Department of Health and Hospitals OPH – Nutrition Services – WIC Vendor Unit 1450 Poydras St, Suite 1631 New Orleans, LA 70112	FOR LA WIC USE ONLY <table border="1"> <thead> <tr> <th>Date</th> <th>Initials</th> </tr> </thead> <tbody> <tr> <td>Received</td> <td></td> </tr> <tr> <td></td> <td></td> </tr> </tbody> </table>	Date	Initials	Received			
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Note: Only <u>completed</u> applications will be processed							

Part 1. STORE INFORMATION			
Name Store is Doing Business As (DBA): Click here to enter text.	Legal Name of Store: Click here to enter text.		
Store Type* (check one): Grocery <input type="checkbox"/> Convenience <input type="checkbox"/> Super-Market <input type="checkbox"/>	WIC Vendor Number (If Currently WIC Authorized): Click here to enter text.	Parish: Click here to enter text.	
Store Telephone Number: Click here to enter text.	Store Fax Number: Click here to enter text.	Business Federal Tax ID Number: Click here to enter text.	
Store Street Address (Physical Location): Click here to enter text.	City: Click here to enter text.	State: Click here to enter text.	ZIP Code: Click here to enter text.
Mailing Address (If Different From Above):	City:	State:	ZIP Code:

What items are changing?

- **VENDOR DOCUMENTS – INTERIM**

- Due to length of time it will take to make final publication of the new Louisiana Administrative Code (LAC), LA WIC has proposed implementation of an interim authorization for Vendors.
- The New Vendor Agreement does allow LA WIC to change/amend the Agreement without the need to do a new authorization.

What items are changing?

- **VENDOR DOCUMENTS – INTERIM**

- May have to delay Full Line Grocery and Non A50 selection criteria.
- We should, however, be able to move forward with Cost Containment changes where they do not conflict with the current LAC.

What items are changing?

- **VENDOR DOCUMENTS – INTERIM**

- Once the new LAC is in place, we will offer extensions in one year increments up to 2 years using the extension method that we used in September 2015 and March 2016.

What items are changing?

- **VENDOR DOCUMENTS – INTERIM**

- Although it's unlikely, this will allow any Vendor that doesn't want to be extended to allow their Agreement to terminate at the end of the initial authorization (1 year).
- The length of the extension will be based on LDH's geographic regions.

What items are changing?

- **VENDOR SELECTION CRITERIA**

- Vendors must not derive or expect to derive more than 50% of annual food sales revenue from WIC FI transactions.

What items are changing?

- **VENDOR SELECTION CRITERIA**

- Vendors must be a full-line grocery as defined by LA WIC.
 - Full-line Grocery Store means a store that stocks, and has on hand at all times, at least 5 varieties of cereal with 3 or more units of each variety; at least 3 varieties of bread or tortillas with 6 or more units of each variety; at least 2 varieties of rice with 6 or more units of each variety, at least 4 varieties of fresh fruits with 5 or more units of each variety; at least 4 varieties of fresh vegetables with 5 or more units of each variety; and at least 4 varieties of fresh meat, poultry or fish with 5 or more units of each variety.

What items are changing?

- Data/Communications requirement - Vendors must have access to a computer with internet access; have an email account that can be used to send messages to and receive messages from LA WIC; be able to download/upload electronic documents sent/received via email or posted/requested on the Vendor Portal or any other online application used by the WIC Program.

What items are changing?


- Vendors must be open a minimum of 48 hours and 6 days each week.

What items are changing?

- Applying and Authorized Vendors must have prices that are competitive with other Vendors in their designated Peer Group.

What items are changing?

- LA WIC will use a Cost Containment system which limits the amount payable for each Food Instrument based in part on the Peer Group prices provided through the Vendor Portal.



**Program
Integrity**

What items are changing?

- Vendors will be held to a high Business Integrity standard.

What items are changing?

- Vendors must be in good standing with no unpaid or overdue balances owed to LA WIC.

Current Status of Moratorium?

What Got us Here?

Current Status of Moratorium?

- Not ensuring proper classification of Vendors for the purpose of reimbursement, resulting in overpayments.

Current Status of Moratorium?

- Calculation of Maximum Allowable Reimbursements was insufficient to achieve the WIC Program's essential Vendor Cost Containment goals.

Current Status of Moratorium?

- Ensuring that Vendors continue to meet competitive price criteria throughout the authorization period.

Current Status of Moratorium?

- Ensuring that vendors are held to High Integrity Standards and sanctioned in accordance with the sanction schedule

Current Status of Moratorium?

- Developing appropriate High Risk Vendor Criteria in order to detect Vendors at increased risk of committing violations

Current Status of Moratorium?

- Thoughts on ending Moratorium:
 - We are making progress
 - Leaps and bounds beyond where we were a year ago
 - Still a ways to go
 - We will have to prove this Program, especially from the Vendor side of things is efficient and has high Integrity Standards

Current Status of Moratorium?

- How can you help?
- Ensure that you are adhering to the rules of the program:
 - Proper transaction procedures
 - Timely and Accurate Completion of the Price Report
 - Fully cooperate with Inspections and Requests for information.

Current Status of Moratorium?

- Report any rule breaking of which you are aware
- Ask questions if you are not sure:
 - Best way to get an answer is use LAWICVendor@la.gov

Ongoing thoughts?

- All eyes are upon us, LA WIC and its Authorized Vendors
- Our stance:
 - We are here to ensure that the program is run efficiently and that our WIC Families receive high-quality customer service and access to healthy foods.
 - However, we do not wish to cause harm to our Authorized Vendors and will do our best to ensure that we avoid doing so where possible.

Any questions, please contact us at:

LAWICVendor@la.gov